

Message Text

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PAGE 01 STATE 229878
ORIGIN EB-08

INFO OCT-01 ARA-11 ISO-00 COME-00 FMC-01 L-03 /024 R

DRAFTED BY EB/TRA/ MA:RMMCKEON:LY
APPROVED BY EB/TRA/ MA:JLLOYD
ARA/AND/E:MGUERRA

-----082511 112323Z /75

P 112133Z SEP 78

FM SECSTATE WASHDC

TO AMEMBASSY QUITO PRIORITY

INFO AMCONSUL GUAYAQUIL PRIORITY

C O N F I D E N T I A L STATE 229878

E.O. 11652: GDS

TAGS: EWWT, EC

SUBJECT: CCT COMPLAINT,GOE CARGO RESERVATION LAW

REF: QUITO 6288

1. TRANSNAVE OFFICIALS HAVE NOT MET WITH NOR CONTACTED THE FMC. ADMIRAL OLMEDO'S INQUIRY AS TO HOW TRANSNAVE'S PROPOSED REVENUE DIVISION WOULD BE VIEWED HAS BEEN REFERRED TO FMC. WE WILL INFORM EMBASSY OF FMC'S RESPONSE.

2. CCT OFFICIALS REPORTED THAT MEETINGS WITH TRANSNAVE TOOK PLACE ON SEPTEMBER 7 AND 8. AS EXPECTED, TRANSNAVE DEMANDED A 50 REVENUE SHARE OF THE MIAMI-GUAYAQUIL CARRIAGE. CCT COUNTERED WITH AN OFFER TO REPLACE ITS TRAILER SHIP WHICH CARRIES 165 CONTAINERS WITH A SMALLER VESSEL WITH A 115 CONTAINER CAPACITY. TRANSNAVE ASKED THAT CCT SAILINGS BE CUT 75 OR THAT CCT REVENUE FROM THIS ROUTE BE HELD TO \$2.5 MILLION. CCT PROPOSED DRAWING UP AN EQUAL ACCESS AGREEMENT. ACCORDING TO CCT OFFICIALS, THEY
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THEN BROKE OFF THE MEETING BECAUSE OF TRANSNAVE'S INTRAN-
SIGENCE. THEY ADDED THAT THEY DID NOT BELIEVE ANY AGREE-
MENT NEGOTIATED WITH TRANSNAVE WOULD BE LONG-LIVED SINCE
THEY ARE OF THE OPINION THAT TRANSNAVE WILL CONTINUE TO
LOSE MONEY AND THAT PRESSURES TO GIVE TRANSNAVE A LARGER
REVENUE SHARE WOULD QUICKLY RESUME. CCT MANAGEMENT IS
NOW CONSIDERING TAKING LEGAL ACTION AGAINST TRANSNAVE

BEFORE THE FMC.

3. DEPARTMENT APPRECIATES PROMPT EMBASSY ACTION ON CCT'S
PROBLEM. EMBASSY WILL BE KEPT INFORMED OF FURTHER
DEVELOPMENTS. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CARGO, MARITIME LAW, DISPUTES
Control Number: n/a
Copy: SINGLE
Draft Date: 11 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE229878
Document Source: CORE
Document Unique ID: 00
Drafter: RMMCKEON:LY
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780370-0312
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780980/aaaacohy.tel
Line Count: 67
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: a18ee852-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 78 QUITO 6288
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 jul 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1482065
Secure: OPEN
Status: NATIVE
Subject: CCT COMPLAINT,GOE CARGO RESERVATION LAW
TAGS: EWWT, EC, TRANSNAVE
To: QUITO
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/a18ee852-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014